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ADA American Dental Association

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The Bureau of Economic and Behavioral Research

The 1989 Survey of Dental Practice

General Characteristics of Dentists

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HIGHLIGHTS

* Approximately twenty percent of all private practitioners are under the age of 35; roughly half (55.4%) are under the age of 45, and 6.8% are 65 years of age or older.

* Over two-thirds (69.0%) of current practitioners graduated from dental school since 1965; 42.0% graduated from dental school since 1975, and 21.3% have graduated since 1980.

* Two-thirds of dentists in private practice (66.9%) are solo practitioners. The remainder practice with at least one other dentist.

* The mean age of all private practitioners is 45.0 years; for dentists graduating since 1980, the mean age is 32.1 years.

* The majority of the nation's private practitioners practice dentistry on a full-time basis (thirty-two hours or more per week).

* Over half, 65.1%, of nonowner dentists graduated from dental school since 1980. Over three-quarters (78.0%) have graduated since 1975, and 22.0% graduated before 1975.

* All private practitioners reported spending almost 30% of their time in operative procedures.

INTRODUCTION

This report provides descriptive statistics from the 1989 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1988. Some of the areas summarized are age, region (U.S. census), and graduation year distributions. Statistics pertaining to the size of the dental practice, hours spent in the practice on a weekly and yearly basis, and size of the private practice are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

ALL DENTISTS

Of all private practitioners, 20.2% are under the age of 35. Half of the dentists are under the age of 43, and only 14.0% are sixty years of age or older.

Of the nine U.S. census regions, the higher concentrations of private practitioners occur in the Middle Atlantic and South Atlantic regions (20.2% and 18.6%), while the lowest concentrations occur in the West North Central and New England regions (4.0% and 5.7%).

Nearly two-thirds (63.1%) of private practitioners have graduated from dental school since 1965. Twenty-one percent of dentists in private practice in 1988 had graduated in the last eight years.

The most typical size of private practice is the solo practice; 66.9% of private practitioners worked alone in 1988. Only 12.5% worked with two or more other dentists.

The mean age of all private practitioners is 45.0 years. For male practitioners, who comprise 94.9% of all private practitioners, the mean age is 45.5 years; while for female practitioners, representing only 5.1% of all practitioners, the mean age is 35.5 years.

Private practitioners spend an average of 37.1 hours per week in the practice, 33.0 of which are spent treating patients. The average number of weeks worked per year is 47.6. On an annual basis, 1778.5 hours are spent in the practice while 1578.1 hours are spent treating patients (about 88.7%).

GENERAL CHARACTERISTICS OF DENTISTS ALL DENTISTS

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
AGE GROUP	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	5.0	114	0.6	3	4.3	117
30-34 YEARS	17.3	391	10.4	52	16.0	442
35-39 YEARS	18.6	421	16.2	80	18.2	502
40-44 YEARS	16.2	367	20.5	102	17.0	469
45-49 YEARS	10.6	240	18.0	90	11.9	329
50-54 YEARS	9.6	217	13.5	67	10.3	284
55-59 YEARS	8.4	189	8.3	41	8.3	230
60-64 YEARS	7.2	164	7.2	36	7.2	199
65 YEARS AND OLDER	7.1	160	5.3	26	6.8	187
REGION						
NEW ENGLAND	5.4	121	7.3	36	5.7	157
MIDDLE ATLANTIC	20.0	453	20.8	103	20.2	556
SOUTH ATLANTIC	19.5	442	14.3	71	18.6	513
EAST SOUTH CENTRAL	8.1	184	6.7	33	7.9	217
EAST NORTH CENTRAL	14.7	332	16.1	80	14.9	412
WEST NORTH CENTRAL	4.2	94	3.5	17	4.0	111
WEST SOUTH CENTRAL	6.7	152	7.5	37	6.9	189
MOUNTAIN	5.8	132	5.9	29	5.8	161
PACIFIC	15.6	353	17.9	89	16.0	441

Source: American Dental Ass[illegible], 1989 Survey of Dental Practice.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	30.5	690	33.5	166	31.0	856
1965-1974	24.9	564	36.3	180	27.0	744
1975-1980	20.8	471	20.1	100	20.7	571
AFTER 1980	23.8	538	10.1	50	21.3	588
ALL	100.0	2262	100.0	496	100.0	2759

SIZE OF PRIVATE PRACTICE

PRACTICE SIZE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	67.7	1538	63.1	315	66.9	1853
ONE OTHER DENTIST	20.4	462	21.9	109	20.6	571
TWO OR MORE OTHER DENTISTS	11.9	271	15.0	75	12.5	345
ALL	100.0	2271	100.0	499	100.0	2769

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.8	1913	47.1	813	47.6	2726
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.3	1913	36.5	813	37.1	2726
HOURS PER YEAR SPENT IN DENTAL OFFICE	1789.5	1913	1728.6	813	1778.5	2726
HOURS PER WEEK TREATING PATIENTS	33.2	1913	31.9	813	33.0	2726
HOURS PER YEAR TREATING PATIENTS	1592.4	1913	1512.8	813	1578.1	2726

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
GENDER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
MALE	45.3	43	1806	46.5	45	782	45.5	43	2588
FEMALE	34.8	34	107	39.8	36	31	35.5	34	138
ALL	44.7	42	1913	46.3	45	813	45.0	43	2726

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.5	1523	11.0	699	11.4	2222
PREVENTIVE	11.5	1523	5.0	699	10.3	2222
OPERATIVE	35.6	1523	6.3	699	30.0	2222
PROSTHODONTIC	18.6	1523	4.9	699	16.0	2222
ENDODONTIC	8.3	1523	9.8	699	8.6	2222
PERIODONTIC	5.1	1523	11.1	699	6.3	2222
ORTHODONTIC	1.4	1523	32.1	699	7.2	2222
ORAL/MAXILLOFACIAL SURGERY	4.5	1523	17.3	699	6.9	2222
GENERAL SERVICES	3.5	1523	2.6	699	3.3	2222

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF OPERATORIES	3.7	965	4.8	326	3.9	1291
SQUARE FEET OF OFFICE SPACE	1536.7	867	2117.8	303	1625.6	1170

Source: American Dental Association, 1989 Survey of Dental Practice.

INDEPENDENT DENTISTS

Of all independent dentists, 16.8% are under the age of 35. Half are under the age of 43, and 6.9% are 65 years of age or older.

Over two-thirds (67.6%) of independent practitioners graduated from dental school since 1965, while only 17.6% have graduated since 1980.

Among independents, the most typical size of private practice is the solo practice; 72.5% of dentists in private practice worked alone in 1988. Just under ten percent of independent dentists worked in a practice with two or more other dentists.

The mean age of all independent practitioners is 45.6 years. For male practitioners, who comprise 96.1% of independent practitioners, the mean age is 46.0 years; female practitioners, representing only 3.9% of all independent practitioners, have an average age of 37.2 years.

Independent practitioners spend, on average, 37.4 hours per week in the practice, 33.1 of which are spent treating patients. The average number of weeks worked per year is 47.7. On an annual basis, 1789.7 hours are spent in the practice while 1585.3 hours are spent treating patients (about 88.6%).

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
AGE GROUP	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	3.1	63	0.4	2	2.6	65
30-34 YEARS	15.5	320	8.3	39	14.2	360
35-39 YEARS	19.2	395	16.4	77	18.7	473
40-44 YEARS	17.0	350	21.1	99	17.7	449
45-49 YEARS	11.4	234	19.0	89	12.8	323
50-54 YEARS	10.3	211	14.1	66	10.9	277
55-59 YEARS	8.7	180	7.9	37	8.6	218
60-64 YEARS	7.6	157	7.5	35	7.6	192
65 YEARS AND OLDER	7.2	148	5.3	25	6.9	174
REGION						
NEW ENGLAND	5.3	110	7.3	34	5.7	145
MIDDLE ATLANTIC	19.5	401	20.8	98	19.7	499
SOUTH ATLANTIC	19.3	398	14.4	67	18.4	465
EAST SOUTH CENTRAL	8.5	176	6.7	31	8.2	207
EAST NORTH CENTRAL	14.6	300	16.3	77	14.9	377
WEST NORTH CENTRAL	4.3	89	3.5	17	4.2	106
WEST SOUTH CENTRAL	7.1	146	7.7	36	7.2	182
MOUNTAIN	6.1	125	5.9	28	6.0	152
PACIFIC	15.3	315	17.4	82	15.7	396

Source: American Dental Association, 1989 Survey of Dental Practice.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	31.9	658	34.3	161	32.4	818
1965-1974	26.5	546	37.4	175	28.5	721
1975-1980	21.8	449	20.1	94	21.5	543
AFTER 1980	19.8	407	8.2	39	17.6	446
ALL	100.0	2060	100.0	469	100.0	2529

SIZE OF PRIVATE PRACTICE

PRACTICE SIZE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	73.8	1527	66.5	313	72.5	1840
ONE OTHER DENTIST	17.9	370	20.8	98	18.4	468
TWO OR MORE OTHER DENTISTS	8.3	171	12.7	60	9.1	231
ALL	100.0	2068	100.0	471	100.0	2540

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.8	1742	47.1	769	47.7	2511
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.5	1742	36.7	769	37.4	2511
HOURS PER YEAR SPENT IN DENTAL OFFICE	1801.9	1742	1736.0	769	1789.7	2511
HOURS PER WEEK TREATING PATIENTS	33.4	1742	32.0	769	33.1	2511
HOURS PER YEAR TREATING PATIENTS	1601.2	1742	1515.8	769	1585.3	2511

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
GENDER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
MALE	45.8	43	1670	46.8	45	743	46.0	44	2413
FEMALE	36.4	35	72	41.4	37	26	37.2	36	98
ALL	45.4	43	1742	46.6	45	769	45.6	43	2511

Source: American Dental Association, 1989 Survey of Dental Practice.

GENERAL CHARACTERISTICS OF DENTISTS INDEPENDENT DENTISTS

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.3	1386	10.8	661	11.2	2047
PREVENTIVE	11.5	1386	5.0	661	10.2	2047
OPERATIVE	36.0	1386	6.2	661	30.1	2047
PROSTHODONTIC	18.7	1386	4.4	661	15.9	2047
ENDODONTIC	8.2	1386	9.6	661	8.5	2047
PERIODONTIC	5.0	1386	11.2	661	6.2	2047
ORTHODONTIC	1.4	1386	32.4	661	7.6	2047
ORAL/MAXILLOFACIAL SURGERY	4.4	1386	17.7	661	7.0	2047
GENERAL SERVICES	3.5	1386	2.6	661	3.3	2047

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF OPERATORIES	3.5	877	4.7	306	3.7	1183
SQUARE FEET OF OFFICE SPACE	1480.4	808	2103.0	289	1577.5	1097

Source: American Dental Association, 1989 Survey of Dental Practice.

SOLO DENTISTS

Most private practitioners (65.6%) are solo dentists. Of all solo dentists, 17.0% are under the age of 35. Over half (53.2%) are under the age of 45, and 7.5% are 65 years of age or older.

Over two thirds (67.7%) of all solo practitioners graduated from dental school since 1965, while 17.7% graduated from dental school since 1980.

The mean age of all solo practitioners is 45.9 years. For male practitioners, who comprise 96.4% of solo practitioners, the mean age is 46.3 years; for female practitioners, who represent 3.6% of solo practitioners, the mean age is 36.8 years.

Solo practitioners spend, on average, 37.3 hours per week in the practice, 33.1 of which are spent treating patients. The average number of weeks worked per year is 47.8. On an annual basis, 1788.8 hours are spent in the practice while 1588.5 hours are spent treating patients (about 88.8%).

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
AGE GROUP	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	2.6	39	0.6	2	2.2	41
30-34 YEARS	15.9	242	9.2	29	14.8	271
35-39 YEARS	18.7	285	17.7	55	18.6	340
40-44 YEARS	16.7	255	21.6	67	17.6	323
45-49 YEARS	10.9	165	17.7	55	12.0	220
50-54 YEARS	10.0	152	10.6	33	10.1	185
55-59 YEARS	9.1	138	8.8	28	9.0	165
60-64 YEARS	8.3	126	7.5	23	8.1	149
65 YEARS AND OLDER	7.8	119	6.3	20	7.5	138
REGION						
NEW ENGLAND	5.1	78	6.1	19	5.3	97
MIDDLE ATLANTIC	18.7	284	18.0	56	18.6	340
SOUTH ATLANTIC	18.4	280	13.5	42	17.6	322
EAST SOUTH CENTRAL	7.9	120	7.4	23	7.8	143
EAST NORTH CENTRAL	14.9	227	17.7	55	15.4	282
WEST NORTH CENTRAL	4.9	75	4.5	14	4.8	89
WEST SOUTH CENTRAL	7.4	113	7.7	24	7.5	137
MOUNTAIN	6.6	100	6.4	20	6.5	120
PACIFIC	16.1	245	18.7	58	16.5	303

Source: American Dental Association, 1989 Survey of Dental Practice.

DENTIST GRADUATION YEAR DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
GRADUATION YEAR						
BEFORE 1965	32.5	495	30.8	96	32.3	591
1965-1974	26.2	398	38.1	119	28.2	517
1975-1980	21.9	334	21.2	66	21.8	400
AFTER 1980	19.4	294	9.9	31	17.7	325
ALL	100.0	1521	100.0	312	100.0	1833

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.9	1286	47.4	511	47.8	1797
HOURS PER WEEK SPENT IN DENTAL OFFICE	37.5	1286	36.3	511	37.3	1797
HOURS PER YEAR SPENT IN DENTAL OFFICE	1801.5	1286	1727.0	511	1788.8	1797
HOURS PER WEEK TREATING PATIENTS	33.5	1286	31.6	511	33.1	1797
HOURS PER YEAR TREATING PATIENTS	1606.3	1286	1501.9	511	1588.5	1797

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GENDER									
MALE	46.2	44	1237	46.6	45	496	46.3	44	1733
FEMALE	36.5	35	49	38.7	35	15	36.8	35	64
ALL	45.8	43	1286	46.4	45	511	45.9	44	1797

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	11.3	1031	11.0	437	11.2	1468
PREVENTIVE	12.6	1031	5.1	437	11.2	1468
OPERATIVE	36.4	1031	6.2	437	31.0	1468
PROSTHODONTIC	17.9	1031	3.8	437	15.3	1468
ENDODONTIC	7.9	1031	7.2	437	7.7	1468
PERIODONTIC	4.8	1031	12.1	437	6.1	1468
ORTHODONTIC	1.4	1031	38.1	437	8.0	1468
ORAL/MAXILLOFACIAL SURGERY	4.3	1031	13.7	437	6.0	1468
GENERAL SERVICES	3.5	1031	2.7	437	3.3	1468

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF OPERATORIES	2.9	644	3.6	209	3.0	853
SQUARE FEET OF OFFICE SPACE	1235.3	594	1816.3	198	1320.7	792

Source: American Dental Association, 1989 Survey of Dental Practice.

EMPLOYED DENTISTS

Of all employed dentists, 61.8% are under the age of thirty-five, while two thirds (75.1%) are under the age of forty. Only 4.1% are sixty-five years of age or older.

Nearly two thirds (65.1%) of all employed practitioners have graduated from dental school since 1980. Only 13.3% of employed dentists graduated before 1965.

Of all employed dentists, half (50.2%) work in a practice with only one other dentist, and the remaining work in larger dental offices.

The mean age of all employed practitioners is 36.9 years. For male practitioners, who comprise 83.5% of employed practitioners, the mean age is 37.9 years; for female practitioners, who represent 16.5% of all employed practitioners, the mean age is 32.2 years.

Employed practitioners spend, on average, 36.1 hours per week in the practice, 32.5 of which are spent treating patients. The average number of weeks worked per year is 48.1. On an annual basis, 1742.8 hours are spent in the practice while 1575.8 hours are spent treating patients (about 90.4%).

Note: The reader is cautioned that the category of employed dentists contains a low number of respondents. Consider this limitation when interpreting results.

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
AGE GROUP	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	24.1	31	8.0	1	22.4	32
30-34 YEARS	38.9	50	44.0	7	39.4	57
35-39 YEARS	13.0	17	16.0	2	13.3	19
40-44 YEARS	7.4	9	8.0	1	7.5	11
45-49 YEARS	2.8	4	0.0	0	2.5	4
50-54 YEARS	2.8	4	8.0	1	3.3	5
55-59 YEARS	4.6	6	12.0	2	5.4	8
60-64 YEARS	1.9	2	4.0	1	2.1	3
65 YEARS AND OLDER	4.6	6	0.0	0	4.1	6
REGION						
NEW ENGLAND	6.5	8	12.0	2	7.1	10
MIDDLE ATLANTIC	21.3	27	20.0	3	21.2	30
SOUTH ATLANTIC	22.2	28	4.0	1	20.3	29
EAST SOUTH CENTRAL	5.6	7	12.0	2	6.2	9
EAST NORTH CENTRAL	15.7	20	12.0	2	15.3	22
WEST NORTH CENTRAL	2.8	4	4.0	1	2.9	4
WEST SOUTH CENTRAL	1.9	2	8.0	1	2.5	4
MOUNTAIN	3.7	5	8.0	1	4.2	6
PACIFIC	20.4	26	20.0	3	20.3	29

Source: American Dental Association, 1989 Survey of Dental Practice.

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
BEFORE 1965	13.0	17	14.0	2	13.3	19
1965-1974	8.3	11	14.0	2	8.7	13
1975-1980	11.1	14	28.0	4	12.9	19
AFTER 1980	67.6	87	44.0	7	65.1	93
ALL	100.0	128	100.0	15	100.0	144

SIZE OF PRIVATE PRACTICE

PRACTICE SIZE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
ONE OTHER DENTIST	51.9	66	36.0	6	50.2	72
TWO OR MORE OTHER DENTISTS	48.1	62	64.0	10	49.8	72
ALL	100.0	128	100.0	15	100.0	144

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.0	108	48.9	25	48.1	133
HOURS PER WEEK SPENT IN DENTAL OFFICE	35.7	108	39.1	25	36.1	133
HOURS PER YEAR SPENT IN DENTAL OFFICE	1723.2	108	1907.0	25	1742.8	133
HOURS PER WEEK TREATING PATIENTS	32.1	108	36.1	25	32.5	133
HOURS PER YEAR TREATING PATIENTS	1553.2	108	1765.2	25	1575.8	133

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

GENDER	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
MALE	37.7	32	87	39.6	34	24	37.9	33	111
FEMALE	32.2	31	21	34.0	34	1	32.2	31	22
ALL	36.6	32	108	39.4	34	25	36.9	32	133

Source: American Dental Association, 1989 Survey of Dental Practice.

GENERAL CHARACTERISTICS OF DENTISTS EMPLOYED DENTISTS

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	12.3	85	12.5	19	12.3	104
PREVENTIVE	12.5	85	4.3	19	11.7	104
OPERATIVE	31.2	85	11.7	19	29.1	104
PROSTHODONTIC	18.2	85	6.3	19	16.9	104
ENDODONTIC	9.3	85	14.5	19	9.9	104
PERIODONTIC	6.5	85	0.4	19	5.8	104
ORTHODONTIC	0.6	85	32.4	19	3.9	104
ORAL/MAXILLOFACIAL SURGERY	5.5	85	16.4	19	6.6	104
GENERAL SERVICES	4.0	85	1.6	19	3.7	104

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF OPERATORIES	6.2	55	6.4	11	6.2	66
SQUARE FEET OF OFFICE SPACE	2504.0	37	1757.1	7	2437.5	44

Source: American Dental Association, 1989 Survey of Dental Practice.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 (82.9%) are under the age of thirty-five; 14.3% are between thirty-five and thirty-nine years of age, and only 2.8% are forty years of age or older.

Two thirds (68.8%) of these dentists graduated from dental school prior to 1985. One quarter (25.6%) graduated in either 1985 or 1986, and only 5.7% graduated after 1986.

The solo practice is the most prevalent practice size among recent graduates, with 56.0% working in a practice with no other dentist. About one quarter (25.2%) practice with one other dentist, and 18.8% work in a practice with two or more dentists.

The mean age of all dentists graduating since 1980 is 32.1 years. This figure is virtually the same for male and female practitioners. Male practitioners comprise 84.6% of recent graduates, while female practitioners account for 15.4%.

Dentists graduating since 1980 work, on average, 39.0 hours per week in the practice, 34.1 of which are spent treating patients. The average number of weeks worked per year is 48.6. On an annual basis, 1,899.8 hours are spent in the practice while 1,662.4 hours are spent treating patients (about 87.5%).

DENTIST AGE AND REGION DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
AGE GROUP	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
LESS THAN 30 YEARS	21.2	114	6.1	3	19.9	117
30-34 YEARS	62.3	335	70.7	36	63.0	370
35-39 YEARS	13.7	74	20.7	10	14.3	84
40-44 YEARS	2.0	11	1.2	1	1.9	11
45-49 YEARS	0.9	5	1.2	1	0.9	5
REGION						
NEW ENGLAND	5.1	27	4.9	2	5.1	30
MIDDLE ATLANTIC	18.3	99	22.0	11	18.6	110
SOUTH ATLANTIC	20.1	108	9.8	5	19.2	113
EAST SOUTH CENTRAL	7.1	38	6.1	3	7.0	41
EAST NORTH CENTRAL	14.6	78	17.1	9	14.8	87
WEST NORTH CENTRAL	3.1	17	8.5	4	3.6	21
WEST SOUTH CENTRAL	8.6	46	9.8	5	8.7	51
MOUNTAIN	6.2	33	4.9	2	6.1	36
PACIFIC	17.0	91	17.1	9	17.0	100

Source: American Dental Association, 1989 Survey of Dental Practice.

DENTISTS GRADUATING SINCE 1980

GENERAL CHARACTERISTICS OF DENTISTS

DENTIST GRADUATION YEAR DISTRIBUTION

GRADUATION YEAR	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
1981-1982	34.7	186	51.2	26	36.1	212
1983-1984	32.0	172	40.2	20	32.7	192
1985-1986	27.2	146	8.5	4	25.6	150
1987-1988	6.2	33	0.0	0	5.7	33
ALL	100.0	538	100.0	50	100.0	588

SIZE OF PRIVATE PRACTICE

PRACTICE SIZE	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NO OTHER DENTISTS (SOLOS)	55.6	302	61.0	31	56.0	332
ONE OTHER DENTIST	25.6	139	20.7	10	25.2	149
TWO OR MORE OTHER DENTISTS	18.8	102	18.3	9	18.8	111
ALL	100.0	542	100.0	50	100.0	593

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.7	457	48.0	82	48.6	539
HOURS PER WEEK SPENT IN DENTAL OFFICE	39.1	457	37.7	82	39.0	539
HOURS PER YEAR SPENT IN DENTAL OFFICE	1907.0	457	1822.2	82	1899.8	539
HOURS PER WEEK TREATING PATIENTS	34.3	457	31.7	82	34.1	539
HOURS PER YEAR TREATING PATIENTS	1674.3	457	1534.1	82	1662.4	539

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
GENDER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
MALE	32.0	32	387	32.5	32	69	32.0	32	456
FEMALE	31.9	32	70	34.5	33	13	32.2	32	83
ALL	32.0	32	457	32.8	32	82	32.1	32	539

Source: American Dental Association, 1989 Survey of Dental Practice.

MEAN PERCENTAGE OF TIME PER WEEK SPENT IN

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
DIAGNOSTIC	12.6	381	11.4	68	12.5	449
PREVENTIVE	13.8	381	4.3	68	13.0	449
OPERATIVE	30.6	381	5.1	68	28.5	449
PROSTHODONTIC	16.4	381	12.6	68	16.1	449
ENDODONTIC	9.8	381	8.2	68	9.6	449
PERIODONTIC	6.9	381	14.9	68	7.5	449
ORTHODONTIC	1.0	381	29.8	68	3.4	449
ORAL/MAXILLOFACIAL SURGERY	5.6	381	11.8	68	6.2	449
GENERAL SERVICES	3.3	381	1.9	68	3.2	449

TOTAL NUMBER OF OPERATORIES AND SQUARE FEET OF OFFICE SPACE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
NUMBER OF OPERATORIES	3.6	236	5.2	37	3.8	273
SQUARE FEET OF OFFICE SPACE	1492.3	206	2134.7	32	1540.0	238

Source: American Dental Association, 1989 Survey of Dental Practice.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner	.80/.6739490 = 1.187033
Specialist	.20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (Please circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/ staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the **greatest** number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

2. What was the zip code of your practice(s) during 1988?

Primary Practice	Secondary Practice
_____	_____
zip code	

3. In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?

Primary Practice	Secondary Practice
19 ____	19 ____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

6. Please indicate the following regarding patient care that you **personally** provided in the practice(s) during 1988.

The average number of:	Primary Practice	Secondary Practice
a. **Total patient visits** per week that you treated (**excluding** those with hygienist appointments only)	_____	_____
	visits per week	
b. **Emergency** and **walk-in visits** per week that you treated (unscheduled) If none, enter zero	_____	_____
	visits per week	

7. Please answer the following about the time you **personally** spent in the practice(s) during 1988.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____	_____
	weeks	
b. Total number of **hours per week** spent in the practice	_____	_____
	hours per week	
c. Number of hours per week spent **treating patients** in the practice	_____	_____
	hours per week	

8. During a typical week in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	_____ %
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	_____ %
c. Operative (restoration, amalgams, inlays, etc.)	_____ %
d. Prosthodontic	_____ %
e. Endodontic	_____ %
f. Periodontic	_____ %
g. Orthodontic	_____ %
h. Oral and maxillofacial surgery	_____ %
i. General services (anesthesia, patient management, counseling, miscellaneous)	_____ %
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988.

_____ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (**Please** include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$_____
b. Your secondary practice (if applicable)?	$_____
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$_____

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	part-time
a. General practice		
b. Specialty		

13. Please indicate the number of **full-time** (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary/receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify _____		

*Note: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a. Number of open positions: filled in 1988		
unfilled in 1988		
b. Average number of weeks position(s) was open		

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$ /hour
b. Chairside assistant	$ /hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

_____ total visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside Assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

18. a. In 1988, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 19.) 2

b. If yes, indicate the number of offices associated with your **primary practice** _____

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? _____ operatories

b. What was the total square feet of office space? _____ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988.

The average number of:	Entire Practice
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	_____ visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	_____ visits per week

21. For the **entire year of 1988**, indicate the **total** number of **patients treated by the primary practice**. _____ total patients

22. For the **entire primary practice** during 1988, how long did an average patient of record and average new patient have to **wait**

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the **initial appointment** of a series (excluding emergency cases)?	_____	_____
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment**?	_____	_____
	minutes	

23. Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	_____ %
15 to 64 years of age?	_____ %
65 years of age or older?	_____ %
Total	100%
b. were members of families whose annual income is estimated to be:	
under $10,000?	_____ %
$10,000 to 29,999?	_____ %
$30,000 or more?	_____ %
Total	100%
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	_____ %
covered by a public assistance program that pays or partially pays for their dental care?	_____ %
not covered by an insurance program?	_____ %
Total	100%
d. were:	
male?	_____ %
female?	_____ %
Total	100%
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	_____ %
within 11-39 minute drive or transportation	_____ %
within 40 or more minute drive or transportation	_____ %
Total	100%

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$_____
b. Bitewing radiographs, four films	☐	$_____
c. Dental prophylaxis, for adults	☐	$_____
d. Pit and fissure sealant, per tooth	☐	$_____
e. Topical fluoride treatment (including prophylaxis), child	☐	$_____
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g. Fixed unilateral space maintainer	☐	$_____
h. Crown (full cast), high noble metal	☐	$_____
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$_____
j. Periodontal scaling and root planing—per quadrant	☐	$_____
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

25. In the **entire primary practice**, what was the total amount of fees charged for the dental care provided during 1988 (annual billing)? $_____

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____ %
c. as direct payment from private insurance carriers?	_____ %
d. from other sources of payment? Please specify _____	_____ %
Total	100%

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$_____
b. Yearly mortgage (including interest)	$_____
c. Total salaries, wages and commissions of non-dentist employees	$_____
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$_____
f. Dental supplies	$_____
g. Commercial dental laboratory charges	$_____
h. Advertising expenses	$_____

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? $_____ (This figure should be greater than the sum of the figures in question 28.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.

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The Bureau of Economic and Behavioral Research

A1475-11.2

The 1989 Survey of Dental Practice

Employment Status of Dentists

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HIGHLIGHTS

* Among all dentists who worked in private practice as a primary occupation, 91.7% were owners or part-owners in their current primary practices.

* For all dentists, sole proprietorship is the predominant form of dental practice ownership (56.6%). This holds true for general practitioners, of whom 60.0% are currently sole proprietors. In the case of specialists, however, there are approximately equal percentages of dentists practicing as shareholders (44.9%) as are practicing as sole proprietors (41.1%).

* Among all dentists who began in their current primary practices as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis, 64.2% are currently owners or part-owners of their dental practices.

* Of all current nonowner dentists, 10.6% started in their current primary practices as owners. Most current nonowners (86.5%) began as associates in incorporated or unincorporated practices.

* Among all dentists graduating after 1980, the percentage of dentists who are nonowners (24.3%) is higher than the percentage of nonowners among all dentists (8.3%).

INTRODUCTION

This report provides descriptive statistics from the 1989 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1988. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists in private practice, independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data for general practitioners and specialists in each of the five categories.

ALL DENTISTS

Most dentists started in their current primary practices as owners (83.0%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, representing 69.3% of all dentists, 70.7% of all general practitioners, and 63.0% of all specialists.

Most dentists (91.7%) share in the ownership of their current primary practice or are the sole owners of their practices.

Currently among all dentists, sole proprietorship remains the predominant form of dental practice ownership, represented by 56.6% of this sample. Most general practitioners are sole proprietors (60.0%), while most specialists (44.9%) are shareholders in an incorporated practice. A slightly smaller percentage of specialists (41.1%) are sole proprietors.

Among all dentists who began in their current primary practices as nonowners, 64.2% became owners or part-owners; 21.3% became sole proprietors, 33.6% became shareholders in an incorporated practice, and the remaining 9.3% became partners.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	70.7	1466	63.0	288	69.3	1754
PARTNER	6.2	128	9.7	44	6.8	172
SHAREHOLDER - INCORPORATED	5.7	118	12.3	56	6.9	174
NONSHAREHOLDER - INCORPORATED	7.2	150	8.5	39	7.4	188
EMPLOYED, ASSOCIATE - UNINCORPORATED	5.4	112	3.1	14	5.0	126
INDEPENDENT CONTRACTOR	4.8	101	3.4	15	4.6	116
ALL	100.0	2074	100.0	456	100.0	2530

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS ALL DENTISTS

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	60.0	1245	41.1	188	56.6	1433
PARTNER	6.7	139	8.5	39	7.0	178
SHAREHOLDER - INCORPORATED	24.4	506	44.9	205	28.1	711
NONSHAREHOLDER - INCORPORATED	3.3	69	2.2	10	3.1	79
EMPLOYED, ASSOCIATE - UNINCORPORATED	2.0	42	0.7	3	1.8	45
INDEPENDENT CONTRACTOR	3.6	74	2.6	12	3.4	85
ALL	100.0	2074	100.0	456	100.0	2530

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	22.7	59	14.0	7	21.3	67
PARTNER	9.5	25	8.1	4	9.3	29
SHAREHOLDER - INCORPORATED	29.1	76	55.8	29	33.6	105
NONSHAREHOLDER - INCORPORATED	22.7	59	17.4	9	21.8	69
EMPLOYED, ASSOCIATE - UNINCORPORATED	13.7	36	4.7	2	12.1	38
INDEPENDENT CONTRACTOR	2.3	6	0.0	0	1.9	6
ALL	100.0	261	100.0	53	100.0	314

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS

Of all independent dentists, 89.5% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 74.7% of all independent dentists, 76.6% of all independent general practitioners, and 66.5% of all independent specialists started as sole proprietors.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (61.7%). Independent general practitioners tend to be sole proprietors (65.9%); independent specialists show approximately equal tendencies to be shareholders (47.0%) as sole proprietors (43.5%).

Among independent dentists who began in their current primary practices as nonowners, specialists are more likely to become shareholders (71.7%) than sole proprietors (17.9%). Among general practitioners, this difference is less striking; 47.4% of general practitioners became shareholders while 37.0% chose sole proprietorships.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	76.6	1447	66.5	287	74.7	1734
PARTNER	6.7	127	10.1	44	7.4	171
SHAREHOLDER - INCORPORATED	6.3	118	12.8	55	7.4	173
NONSHAREHOLDER - INCORPORATED	4.3	82	6.8	29	4.8	111
EMPLOYED, ASSOCIATE - UNINCORPORATED	4.1	78	2.7	12	3.9	90
INDEPENDENT CONTRACTOR	2.0	38	1.1	5	1.8	43
ALL	100.0	1890	100.0	432	100.0	2322

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	65.9	1245	43.5	188	61.7	1433
PARTNER	7.3	139	8.9	39	7.7	178
SHAREHOLDER - INCORPORATED	26.8	506	47.6	205	30.6	711
ALL	100.0	1890	100.0	432	100.0	2322

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST				ALL WEIGHTED	
	GENERAL PRACTITIONER		SPECIALIST			
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
TYPE OF DENTIST						
SOLE PROPRIETOR	37.0	59	17.9	7	33.1	67
PARTNER	15.6	25	10.4	4	14.5	29
SHAREHOLDER - INCORPORATED	47.4	76	71.7	29	52.4	105
ALL	100.0	160	100.0	41	100.0	201

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Of all solo dentists, 93.8% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, 85.1% for all solo dentists, 86.3% for all solo general practitioners, 79.6% for all solo specialists.

Currently among all solo dentists, sole proprietorship is still the predominant form of dental practice ownership (75.2%). Both solo general practitioners and solo specialists tend to be sole proprietors, 78.6% and 58.6%, respectively. However, a large proportion of the solo specialists are shareholders in an incorporated practice (41.4%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (56.5%). Independent general practitioners tend to favor sole proprietorships (67.2%).

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	86.3	1201	79.6	230	85.1	1431
PARTNER	2.3	32	3.6	10	2.5	42
SHAREHOLDER - INCORPORATED	5.3	74	10.8	31	6.2	105
NONSHAREHOLDER - INCORPORATED	1.9	27	2.5	7	2.1	35
EMPLOYED, ASSOCIATE - UNINCORPORATED	3.0	42	2.4	7	2.9	48
INDEPENDENT CONTRACTOR	1.2	17	1.1	3	1.2	20
ALL	100.0	1392	100.0	289	100.0	1681

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	78.6	1094	58.6	169	75.2	1264
SHAREHOLDER - INCORPORATED	21.4	298	41.4	120	24.8	418
ALL	100.0	1392	100.0	289	100.0	1681

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	67.2	46	43.5	6	63.2	52
SHAREHOLDER - INCORPORATED	32.8	23	56.5	8	36.8	31
ALL	100.0	69	100.0	14	100.0	83

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS

Of all current nonowner dentists, 10.6% started in their current primary practices as owners, acting as a sole proprietor or as a partner or shareholder in an incorporated practice. Most (86.5%) nonowner dentists began in their current primary practice employed by an incorporated (59.5%) or unincorporated (27.0%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (63.8%).

Note that the following tables for employed dentists contain a low number of respondents; this limitation should be considered when interpreting these results.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	9.7	11	4.8	1	9.1	11
PARTNER	1.0	1	0.0	0	1.0	1
SHAREHOLDER - INCORPORATED	0.0	0	4.8	1	0.5	1
NONSHAREHOLDER - INCORPORATED	58.1	64	71.4	9	59.5	73
EMPLOYED, ASSOCIATE - UNINCORPORATED	28.0	31	19.0	2	27.0	33
INDEPENDENT CONTRACTOR	3.2	4	0.0	0	2.9	4
ALL	100.0	110	100.0	13	100.0	123

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONSHAREHOLDER - INCORPORATED	62.4	69	76.2	10	63.8	79
EMPLOYED, ASSOCIATE - UNINCORPORATED	37.6	42	23.8	3	36.2	45
ALL	100.0	110	100.0	13	100.0	123

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
NONSHAREHOLDER - INCORPORATED	62.5	59	78.9	9	64.3	69
EMPLOYED, ASSOCIATE - UNINCORPORATED	37.5	36	21.1	2	35.7	38
ALL	100.0	95	100.0	12	100.0	107

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 began in their current primary practices as owners (64.3%). Sole proprietorship was the most common form of dental practice ownership for both general practitioners (52.0%) and specialists (59.5%).

Currently, among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (54.1%) is similar to the percentage of dentists who started in their current practices as sole proprietors (52.7%). In comparison, among all dentists, the percentage of current sole proprietors is 12.7 percentage points lower than the percentage of dentists who started as sole proprietors. Among all dentists graduating since 1980, the most rapidly growing type of ownership is that of shareholders in an incorporated practice, rising 6.6 points from 4.6% of initial ownership to 11.2% of current ownership.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	52.0	259	59.5	27	52.7	286
PARTNER	7.2	36	5.4	2	7.0	38
SHAREHOLDER - INCORPORATED	4.8	24	2.7	1	4.6	25
NONSHARFHOLDER - INCORPORATED	16.2	81	16.2	7	16.2	88
EMPLOYED, ASSOCIATE - UNINCORPORATED	7.9	39	5.4	2	7.7	42
INDEPENDENT CONTRACTOR	11.9	59	10.8	5	11.8	64
ALL	100.0	497	100.0	45	100.0	543

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	53.9	268	56.7	26	54.1	294
PARTNER	10.5	52	9.5	4	10.4	57
SHAREHOLDER - INCORPORATED	11.2	56	10.8	5	11.2	61
NONSHAREHOLDER - INCORPORATED	9.5	47	10.8	5	9.7	52
EMPLOYED, ASSOCIATE - UNINCORPORATED	6.2	31	1.4	1	5.8	31
INDEPENDENT CONTRACTOR	8.7	43	10.8	5	8.8	48
ALL	100.0	497	100.0	45	100.0	543

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS DENTISTS GRADUATING SINCE 1980

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL WEIGHTED	
TYPE OF DENTIST	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
SOLE PROPRIETOR	14.9	18	18.8	2	15.1	20
PARTNER	8.9	11	12.5	1	9.2	12
SHAREHOLDER - INCORPORATED	10.9	13	12.4	1	11.0	14
NONSHAREHOLDER - INCORPORATED	38.6	46	50.0	5	39.5	51
EMPLOYED, ASSOCIATE - UNINCORPORATED	23.7	28	6.3	1	22.4	29
INDEPENDENT CONTRACTOR	3.0	4	0.0	0	2.8	4
ALL	100.0	120	100.0	10	100.0	130

SOURCE: AMERICAN DENTAL ASSOCIATION, 1989 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1989 Survey of Dental Practice (SDP) was a condensed version of the long-form 1988 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 137,817 dentists who, based on the 1987 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1987 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1989 SDP was initially mailed in February 1989. Two follow-up mailings to non-respondents occurred in March and April 1989. A telephone follow-up to non-respondents was conducted in May and June 1989. Coding, hand-editing, and computer processing were completed in August 1989. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 55.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 67.4%, of specialists, 32.6%.

The weights were computed as follows:

General Practitioner	.80/.6739490 = 1.187033
Specialist	.20/.3260509 = 0.613401

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1988) practice prior to 1988.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretaries, receptionists, bookkeepers, and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1989 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your **primary and/or secondary occupation(s)** during 1988? (**Please** circle one response for EACH column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice	09	09
k. Retired	10	10
l. Occupation unrelated to dentistry	11	11
m. **No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1988.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1988, please **return** the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary** practice during 1988), please give information on the practice in which you treated patients for the **greatest** number of months. Please respond for private practices **only** and **not** for any other type of dental occupation.

2. What was the zip code of your practice(s) during 1988?

Primary Practice	Secondary Practice
_____	_____
zip code	

3. In what year did you **first** become associated with the primary/secondary practice where you practiced during 1988?

Primary Practice	Secondary Practice
19 _____	19 _____

4. Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

5. Which **one** of the following **best** describes your employment status in the practice(s) during 1988?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify _____		

6. Please indicate the following regarding patient care that **you personally** provided in the practice(s) during 1988.

The average number of:	Primary Practice	Secondary Practice
a. **Total patient visits** per **week** that **you** treated (**excluding** those with hygienist appointments only)	_____ visits per week	_____
b. **Emergency** and **walk-in visits** per week that **you** treated (unscheduled) If none, enter zero	_____ visits per week	_____

7. Please answer the following about the time **you personally** spent in the practice(s) during 1988.

	Primary Practice	Secondary Practice
a. Total number of **weeks** worked (excluding vacation)	_____ weeks	_____
b. Total number of **hours per week** spent in the practice	_____ hours per week	_____
c. Number of hours per week spent **treating patients** in the practice	_____ hours per week	_____

8. During a typical **week** in 1988, what percentage of your **time treating patients** in the **primary practice only** was devoted to each of the following procedures? (If none, enter zero.)

	Primary Practice Percentage of Time Per Week
a. Diagnostic (exams, x-rays, etc.)	_____ %
b. Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	_____ %
c. Operative (restoration, amalgams, inlays, etc.)	_____ %
d. Prosthodontic	_____ %
e. Endodontic	_____ %
f. Periodontic	_____ %
g. Orthodontic	_____ %
h. Oral and maxillofacial surgery	_____ %
i. General services (anesthesia, patient management, counseling, miscellaneous)	_____ %
Total	**100%**

9. In your **primary practice,** estimate the average scheduled length of an appointment in 1988.

_____ minutes

10. What was **your** 1988 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice?	$_____
b. Your secondary practice (if applicable)?	$_____
c. Other income from dentistry (i.e. teaching, research, other practice, etc.)?	$_____

Entire Primary Practice Characteristics

11. **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1988. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole proprietors, partners, or shareholders)	
b. Number of **non-owner** dentists (i.e., employed dentists, associates, and non-shareholders) If none, enter zero	

12. **Including yourself,** please indicate the number of full- and part-time **dentist positions** in the following practice areas in the **primary practice** during 1988.

	Number of Dentist Positions	
	full-time	part-time
a. General practice		
b. Specialty		

13. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1988. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)		
b. Chairside assistant(s)		
c. Secretary/receptionist(s)*		
d. Dental laboratory technician(s)		
e. Bookkeeper, business personnel		
f. Other, please specify _____		

*Note: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant and not as a secretary or receptionist.

14. For the **entire primary practice** in 1988, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a. Number of open positions: filled in 1988		
unfilled in 1988		
b. Average number of **weeks** position(s) was open		

15. In 1988, what would the practice have paid as a starting salary for new employees with no prior experience in the following auxiliary positions?

	Starting Salary
a. Dental hygienist	$ /hour
b. Chairside assistant	$ /hour

16. What was the approximate number of visits per week that were **treated** by **all** hygienist(s) in your primary practice in 1988. (If no hygienists were employed, skip to question 17.)

_____ total visits per week

17. Please provide the following for **no more than two (2) employees of each type** in the **entire primary practice** during 1988. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Chairside Assistant(s):								
Position #1	☐	$						
Position #2	☐	$						
		per year	weeks	hours	years	months	years	months

18. a. In 1988, was your **primary practice** located in more than one office?

Yes 1
No (Skip to question 19.) 2

b. If yes, indicate the number of offices associated with your **primary practice** _____

19. In the **entire primary practice** during 1988:

a. What was the total number of operatories? _____ operatories

b. What was the total square feet of office space? _____ square feet

If you were a solo practitioner during 1988, please skip to question 21.

20. Please indicate the following regarding patient care provided by **all** dentists in the **entire primary practice** during 1988:

The average number of:	Entire Practice
a. **Total patient visits** per week that were treated (**excluding** those with hygienist appointments only)	visits per week
b. **Emergency** and **walk-in visits** per week that were treated (unscheduled) If none, enter zero	visits per week

21. For the entire year of 1988, indicate the **total** number of **patients** treated by the **primary practice.**

_____ total patients

22. For the **entire primary practice** during 1988, how long did an **average** patient of record and **average new patient** have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a. for the **initial appointment** of a series (excluding emergency cases)?	_____	_____
	days	
b. to see a dentist **after** the patient arrived for a **scheduled appointment?**	_____	_____
	minutes	

23. Approximately what percentage of the patients who visited the primary practice in 1988

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger?	_____%
15 to 64 years of age?	_____%
65 years of age or older?	_____%
Total	**100%**
b. were members of families whose annual income is estimated to be	
under $10,000?	_____%
$10,000 to 29,999?	_____%
$30,000 or more?	_____%
Total	**100%**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care?	_____%
covered by a public assistance program that pays or partially pays for their dental care?	_____%
not covered by an insurance program?	_____%
Total	**100%**
d. were:	
male?	_____%
female?	_____%
Total	**100%**
e. traveled various distances (from work or home) to your **primary practice** office:	
within walking distance or a 1-10 minute drive or transportation	_____%
within 11-39 minute drive or transportation	_____%
within 40 or more minute drive or transportation	_____%
Total	**100%**

24. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1988. If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box. Please do not report ranges.

	Not Done	Usual Fee
a. Periodic oral examination (excluding radiographs)	☐	$_____
b. Bitewing radiographs, four films	☐	$_____
c. Dental prophylaxis, for adults	☐	$_____
d. Pit and fissure sealant, per tooth	☐	$_____
e. Topical fluoride treatment (including prophylaxis), child	☐	$_____
f. Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g. Fixed unilateral space maintainer	☐	$_____
h. Crown (full cast), high noble metal	☐	$_____
i. Root canal therapy—one canal (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration)	☐	$_____
j. Periodontal scaling and root planing—per quadrant	☐	$_____
k. Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l. Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

25. In the **entire primary practice,** what was the total amount of **fees** charged for the dental care provided during 1988 (annual billing)? $_____

26. What percentage of the **gross receipts** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment?	_____%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____%
c. as direct payment from private insurance carriers?	_____%
d. from other sources of payment? Please specify _____	_____%
Total	**100%**

27. During 1988, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

28. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1988? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$_____
b. Yearly mortgage (including interest)	$_____
c. Total salaries, wages and commissions of non-dentist employees	$_____
d. Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e. Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$_____
f. Dental supplies	$_____
g. Commercial dental laboratory charges	$_____
h. Advertising expenses	$_____

29. What were the **total professional expenses** of operating the **entire primary practice** during 1988? $_____
(This figure should be greater than the sum of the figures in question 28.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.